

### **Questions for RFPs 11-66**

1. Please provide a list of all transactions with details on property address and square footage/acreage that have been executed for the contracts awarded to Venture Real Estate Services ("Venture") and Resource Commercial Real Estate LLC ("Colliers") for tenant representation and disposition services (EDS#s C39-9-VENTURE, C39-9-RE-DISPOSITION, and C39-9-RESOURCE)("Existing Contracts").
  1. Venture did not receive any lease assignments under C39-9-Venture. Resource/Colliers received and completed the following leasing transactions (see attached spreadsheet.)
2. Please provide the total compensation/fees paid to Venture and Colliers each over the term of the Existing Contracts.
  1. Venture didn't get paid any compensation under the existing leasing contract. Resources/Colliers was paid the following for lease transactions (see attached spreadsheet).
3. Please provide the total rebates to the State over the term of the Existing Contracts by Venture and Colliers.
  1. Venture did not rebate the State any funds for existing leasing contract. Resources/Colliers rebated the state the following amount under existing leasing contract (see attached spreadsheet).
4. Please provide a list of lease expirations for the next 5 years, beginning on July 1, 2011.
  1. Please review the following link for expirations --  
[http://www.in.gov/idoa/files/Leasing\\_Annual\\_Report\\_2010.pdf](http://www.in.gov/idoa/files/Leasing_Annual_Report_2010.pdf)
5. Please provide a list of existing, ongoing transactions that the State has retained either Venture or Colliers or which the State expects to be performed by Venture or Colliers under the Existing Contracts.
  1. Venture doesn't have any lease assignments under the existing contract. Resource/Colliers has the following lease assignments under existing leasing contract (see attached spreadsheet).
6. What are the compensation schedules being used in the Existing Contracts? Please review existing contracts online.
7. Have the compensation schedules changed at any point since the Venture and Colliers contracts were awarded in 2008?
  1. Existing leasing contract for Venture was effective October 5, 2009. Existing leasing contract for Resource/Colliers was effective September 15, 2009. Compensation schedules have not changed for either contract since their effective dates.
8. Has the State agreed to any modification of the fee structures provided in Section 2.3 "Compensation Schedule" of its tenant representation contracts with Venture and/or Resource/Colliers for any transaction since January 1, 2008, and if so, please advise as to the modification? No.
9. Has the State awarded any performance-based bonus provided in Section 2.3 "Compensation Schedule" of its tenant representation contracts with Venture and/or Colliers for any transaction since January 1, 2008, and if so, please advise as to the bonus and transaction?

1. Venture hasn't received any performance based bonus.  
Resource/Colliers has received a total performance based bonus in the amount of \$1860.00 – this was for significant project management not outlined in the contract; done in the largest DFR rollout Region, Region 8.
10. Please provide the requirements/goals for MBE/WBE under the Existing Contracts.
  1. You will need to do a request for public information in order to find this particular information. Please contact Pam Lollar at [plollar@idoa.in.gov](mailto:plollar@idoa.in.gov) and request this information.
11. Please provide the actual MBE/WBE percentages achieved during the past two years under the Existing Contracts by Venture and Colliers.
  - 1.
12. What MBE/WBE subcontractors are currently being utilized or have previously been utilized under the Existing Contracts by Venture and Colliers?
  1. You will need to do a request for public information in order to find this particular information. Please contact Pam Lollar at [plollar@idoa.in.gov](mailto:plollar@idoa.in.gov) and request this information.
13. When is the anticipated commencement date(s) for the tenant representation contracts? July 1
14. What is the bill number for the proposed legislation permitting an RFP process for the disposition of State-owned real estate that was discussed during the pre-proposal conference? It passed SB107, should be effective July 1.

State Agency	Square Footage	Total Occupancy Costs	Total Commission Paid	RCRE Commission Paid	State Rebate Paid	Date Completed	RCRE Received Payment
Attorney General	8,029	\$408,448.54	\$16,337.96	\$16,337.96	\$0.00	6/3/2010	8/17/2010
Greenwood							
DFR							
Greene Co	1,819	\$87,312.00	\$3,492.48	\$3,492.48	\$0.00	6/18/2010	6/24/2010
DFR							
Sullivan Co	1,760	\$95,448.00	\$3,817.92	\$3,817.92	\$0.00	5/18/2010	6/24/2010
DFR							
Clay Co	2,259	\$142,344.00	\$5,693.76	\$5,693.76	\$0.00	7/15/2010	9/2/2010
DFR							
Warren	793	\$2,791.20	\$111.65	\$111.65	\$0.00	8/31/2010	10/21/2010
DFR							
Clark Co	3,000	\$252,750.00	\$10,110.00	\$8,250.00	\$1,860.00	10/23/2010	11/23/2010
DFR							
Lawrence Co	3,369	\$220,603.65	\$8,824.15	\$8,824.16	\$0.00	10/27/2010	10/18/2010
DFR							
Monroe Co	4,000	\$350,000.00	\$14,000.00	\$11,000.00	\$3,000.00	10/30/2010	11/30/2010
DFR							
Dearborn Co	3,748	\$164,762.08	\$6,590.48	\$6,590.48	\$0.00	10/31/2010	10/21/2010
DFR							
Jennings Co	1,908	\$98,376.48	\$3,935.06	\$3,935.06	\$0.00	11/5/2010	12/20/2010
DFR							
Harrison Co	2,000	\$108,000.00	\$4,320.00	\$4,320.00	\$0.00	11/5/2010	11/4/2010
DFR							
Jackson Co	2,000	\$61,200.00	\$2,448.00	\$2,448.00	\$0.00	11/30/2010	11/2/2010
DFR							
Scott Co	2,305	\$115,250.00	\$4,610.00	\$4,610.00	\$0.00	12/7/2010	12/20/2010
DFR							
Huntington Co	2,830	\$141,500.00	\$5,660.00	\$5,660.00	\$0.00	12/18/2010	12/7/2010
DFR							
Floyd Co	4,473	\$330,722.44	\$13,228.89	\$12,300.75	\$928.14	1/7/2011	4/18/2011
DFR							
Madison Co	6,643	\$585,912.60	\$22,907.34	\$16,607.50	\$6,299.84	12/30/2010	1/11/2011
DFR							
Fayette Co	3,093	\$361,200.00	\$14,448.00	\$8,505.75	\$5,942.25	1/15/2011	1/25/2011
DFR							
Posey Co	2,174	\$121,743.84	\$4,869.75	\$4,869.76	\$0.00	11/5/2010	1/10/2011
DFR							
Allen Co	7,863	\$593,686.80	\$17,810.60	\$17,810.60	\$0.00	12/20/2011	1/18/2011
DFR							
White Co	1,800	\$93,600.00	\$3,744.00	\$1,790.00	\$0.00	12/21/2010	2/15/2011
DFR							
LaPorte Co	8,900	\$731,579.76	\$29,263.19	\$22,250.00	\$7,013.19	1/28/2011	3/7/2011
DFR							
Daviess Co	800	\$66,698.42	\$2,667.94	\$2,400.00	\$267.94	1/28/2011	2/17/2011
DFR							
Miami Co	2,640	\$126,720.00	\$5,068.80	\$5,068.10	\$0.00	3/9/2011	4/7/2011
DFR							
Delaware Co	3,958	\$404,995.75	\$16,199.83	\$10,884.50	\$4,571.49	3/18/2011	4/4/2011

State/Agency	Square Footage	Total Occupancy Costs	Total Commission Paid	RORE Commission Paid	State Rebate Paid	Date Completed	RORE Received Payment
Assigned projects in process.							
DFR Hybrid Roll Out	TBD	TBD	TBD	TBD			
DOE	TBD	TBD	TBD	TBD			
Marion Co	TBD	TBD	TBD	TBD			
DWD	TBD	TBD	TBD	TBD			
Indy West	TBD	TBD	TBD	TBD			
DCS	TBD	TBD	TBD	TBD			
LaPorte Co	TBD	TBD	TBD	TBD			
DCS	TBD	TBD	TBD	TBD			
Orange Co	TBD	TBD	TBD	TBD			
DOR	TBD	TBD	TBD	TBD			
Marion Co - Ameriplex	TBD	TBD	TBD	TBD			
DOR	TBD	TBD	TBD	TBD			
Howard Co	TBD	TBD	TBD	TBD			
Attorney General Castleton	TBD	TBD	TBD	TBD			